

Message Text

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PAGE 01 NEW DE 00365 101127Z
ACTION COME-00

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FM AMEMBASSY NEW DELHI
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UNCLAS NEW DELHI 0365

FOR NATIONAL MARINE FISHERIES SERVICE (UMFS), NOAA, COMMERCE

E.O. 11652: N/A
TAGS: EFIS ETRD IN
SUBJECT: INDIAN FISHERIES CATCHES AND SEAFOOD EXPORTS

REF: STATE 303763, 1976

FOLLOWING SENT ACTION NEW DELHI INFO BOMBAY CALCUTTA
FROM MADRAS JAN 05 REPEATED:

QUOTE

MADRAS 0040

E.O. 11652: N/A
TAGS: EFIS ETRD IN
SUBJECT: INDIAN FISHERIES CATCHES AND SEAFOOD EXPORTS

REF: (A) STATE 303763; (B) NEW DELHI 18705

1. THE FOLLOWING INFORMATION WAS OBTAINED IN CONVERSATIONS
WITH SEAFOOD EXPORTER IN MADRAS, AND THE CHAIRMAN, GOI MARINE
PRODUCTS EXPORT DEVELOPMENT AUTHORITY IN COCHIN.

2. INDIAN SEAFOOD EXPORTS IN TERMS OF VALUE CONSIST APPROXI-
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MATELY OF 90 PERCENT FROZEN SHRIMP AND PRAWS, 5 PERCENT FROZEN
FROGLEGS, 3 PERCENT FORZEN LOBSTER TAILS, AND 2 PERCENT CANNED
SEAFOOD. CANNED PRODUCTS WERE FORMERELY IMPORTANT, MOSTLY
IN EUROPEAN MARKETS, BUT HAVE LOST THEIR POPULARITY DUE TO THE
IMPROVED QUALITY OF FROZEN PRODUCTS END THE INCREASING USE OF
FREEZERS IN EUROPE.

3. THE U.S. AND JAPAN ARE THE MAJOR MARKETS FOR INDIAN FROZEN SHRIMP AND PRAWNS. THE DROP IN THE QUANTITY OF JAPANESE IMPORTS MENTIONED IN PARA 2 OF REFTEL (A) IS THOUGHT TO BE THE RESULT OF AN INCREASE IN JAPANESE IMPORTS FROM OTHER AREAS, PARTICULARLY INDONESIA, WHERE THE JAPANESE ACTIVELY ENGAGE IN FISHING ENTERPRISES THROUGH CAPTIVE UNITS. THE LARGEST AND MOST EXPENSIVE VARIETIES ARE POPULAR IN JAPAN, B T THE MARKET IS VERY PRICE-SENSITIVE AND FLUCTUATES WITH THE RELATIONSHIP BETWEEN THE YEN AND THE U.S. DOLLAR SINCE MOST TRANSACTIONS ARE IN TERMS OF DOLLARS. ANOTHER FACTOR IN THE DECLINE OF JAPANESE IMPORTS IS THOUGHT TO BE THE DISCONTINUATION OF THE PRACTICE BY JAPANESE TRADING COMPANIES OF REPACKING INDIAN SHRIMP AND PRAWNS FOR RE-EXPORT TO THE U.S.

4. THE INCREASE IN FROZEN SHRIMP AND PRAWN EXPORTS TO THE U.S., MENTIONED IN PARA 3 OF REFTEL (A), IS THOUGHT TO BE THE RESULT OF AN INCREASE IN INCOME LEVELS IN THE U.S. AND THE RISING POPULARITY OF THE MORE VALUABLE LARGER VARIETIES. THIS WOULD EXPLAIN WHY THE VALUE INCREASED MORE THAN THE QUANTITY. THE SMALLER COCKTAIL SHRIMP CONTINUE TO BE POPULAR IN THE U.S. MARKET BUT THE U.S. CONSUMER IS DEVELOPING A TASTE FOR TEMPURA AND OTHER DISHES WHICH REQUIRE THE LARGER VARIETIES. U.S. BUYERS ARE NOW OUTBIDDING THE JAPANESE FOR THESE LARGER VARIETIES.

5. INDIAN FROZEN SHRIMP AND PRAWN EXPORTS ARE EXPECTED TO INCREASE SIGNIFICANTLY IN THE YEARS AHEAD. SEVERAL LARGE COMPANIES SUCH AS INDIA TOBACCO, UNION CARBOID, BRITANIA, HINDUSTAN LEVER, AND OTHERS HAVE DIVERSIFIED INTO FISHERIES.
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FISHING HAS TRADITIONALLY BEEN DONE IN SMALL TWO OR THREE MAN BOATS, BUT THESE LARGE COMPANIES ARE USING TRAWLERS AND HAVE PLANS TO EXPAND THEIR FLEETS. THIS TREND IS ALSO EXPECTED TO IMPROVE THE QUALITY SINCE THE TRAWLERS ARE EQUIPPED TO ICE THE CATCH AS SOON AS IT IS TAKEN. FROLEG EXPORTS ARE ALSO EXPECTED TO INCREASE IN ADDITION TO THE U.S., PROMISING NEW MARKETS HAVE DEVELOPED IN FRANCE AND GERMANY. ALL THE FROGS NOW BEING TAKEN ARE WILD, BUT ONE EXPORTER HAS PLANS TO DEVELOP A FROG FARM. THE MAIN BENEFIT WOULD BE AN IMPROVEMENT AND STANDARDIZATION IN SIZE AND QUALITY RATHER THAN A COST SAVING.

6. RE PARA 4 ON REFTEL (A), ACCORDING TO OUR SOURCES, THE IMPOUNDING OF INDIAN SEAFOOD IN U.S. PORTS HAS BEEN, AT LEAST TO SOME EXTENT, THE RESULT OF UNDULY HARSH FDA REGULATIONS. THE REJECTED SHIPMENTS WERE GENERALLY RE-EXPORTED TO JAPAN OR EUROPE AND ARE SAID TO HAVE EVEN OCCASIONALLY BEEN RE-PROCESSED, REPACKED, AND RE-EXPORTED TO THE U.S. THESE PROBLEMS HAVE BEEN MOSTLY RESOLVED BY DISCUSSIONS BETWEEN INDIAN GOVERNMENT AND INDUSTRY LEADERS AND FDA OFFICIALS IN THE U.S.

IN APRIL, 1986, AND IN INDIA IN NOVEMBER, 1976. ALL EXPORTS ARE NOW INSPECTED BY THE SEAFOOD DIVISION OF THE INDIAN EXPORT M INSPECTION COUNCIL WHICH REPORTEDLY APPLIES THE SAME STANDARDS AS REQUIRED BY THE FDA. U.S. IMPORTERS CAN BUY INSURANCE TO COVER THIS RISK ON SHRIMP AND PRAWNS BUT INSURANCE IS STILL DIFFICULT TO GET ON FROGLINGS BECAUSE OF THE BIG LOSSES EXPERIENCED BY IMPORTERS IN 1974 AND 1975. INSURANCE COMPANIES WILL GENERALLY NOT INSURE AGAIN AFTER A LOSS UNTIL THE IMPORTER CAN SHOW A RECORD OF ACCEPTED SHIPMENTS

7. RE PARA 5 OF REFTTEL (A), ACCORDING TO OUR SOURCES, THE IMPORT LICENSING SYSTEM IS NO LONGER A MOTIVATION FOR SEAFOOD EXPORTS. IMPORT LICENSES ARE ISSUED FOR ONLY 10 PERCENT OF THE NET OF EXPORT EARNINGS AND CAN BE USED TO IMPORT ONLY INDUSTRY-RELATED ITEMS SUCH AS MARINE ENGINES, PARTS, FISHING GEAR, SEAFOOD PROCESSING AND FREEZING EQUIPMENT, ETC. IN VIEW OF THE GOI'S MORE LIBERAL GENERAL IMPORT POLICY, UNCLASSIFIED

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THESE IMPORT LICENSES NOW HAVE LITTLE VALUE. THEY ARE SOMETIMES SOLD FOR 5 OR 6 PERCENT OF THEIR FACE VALUE, BUT GENERALLY ARE HELD BY THE FISHING AND PROCESSING COMPANIES FOR THEIR OWN USE..

8. PRINCIPAL INDIAN SEAFOOD EXPORTERS ARE AS FOLLOWS:

ANDHRA MARINE EXPORTS PRIVATE LTD.
47-11-24 DWARAKANAGAR
VISAKHAPATNAM 530004

BOYILAKADA FISHERIES PRIVATE LTD.
PUTHANTHODU
QUILON 691001

CASTLEROCK FISHERIES PRIVATE LIMITED
6 JAI TIRTH MANSION
BOMBAY 400020

CHOICE CANNING COMPANY
KANNAMALAY
COCHIN 682005

EASTERN SEAFOOD EXPORTS PRIVATE LTD AND ASSOCIATE COMPANIES
1/6 HARRINGTON AVENUE
MADRAS 6000031

ESMARIO EXPORTS PRIVATE LTD.
KAVANAD
COCHIN 691001

GEORGE MAIJO
VIJAYA VIHAR
COCHIN 682002

KERALA FOOD PACKERS
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NADAKKADAVU
COCHIN 682006

MADRAS PACK MARINE CO.
WILLINGDON ISLAND
COCHIN 682003

MELAYIL INDUSTRIAL AND COMMERCIAL ENTERPRISES (MICE);
O.B. NO.83
PUILON 691001

NEW INDIA FISHERIES LIMITED
SASOON DOCK
BOMBAY 400005

ORIENT MARINE PRODUCTS PRIVATE LTD.
8/9 THAMBU CHETTY STREET
MADRAS 600001

SOUTHERN SEAFOODS PRIVATE LTD.
15 MONTIETH ROAD
EGMORE
MADRAS 600008

UNION CARBIDE INDIA LIMITED
47-9-27 DWARAKANAGAR
VISAKHAPATNAM 530004;

9. SEPTTEL FOLLOWS IN RESPONSE TO PARA 8 OF REFTTEL (A). MCCVASKILL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Concepts: FISHING INDUSTRY, FISHERIES, EXPORTS
Control Number: n/a
Copy: SINGLE
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770008-0923
Format: TEL
From: NEW DELHI
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t19770166/aaaacgdi.tel
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Litigation Code IDs:
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Litigation History: Hold (001 Tobacco) added on 4/16/2009 3:39:10 PM by WASHDCMcGoldRJ, Hold (001 Tobacco) removed on 4/16/2009 3:45:09 PM by WASHDCMcGoldRJ (Litigation Hold Lifted)
Locator: TEXT ON-LINE, ON MICROFILM
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vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/b1f2b6db-c288-dd11-92da-001cc4696bcc
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